**RESUME**

RAVI

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Summary

* Profile Male, 47 Yrs, Married
* Nationality Indian
* Current Location Hyderabad
* Current Position Sr.Manager-Sales
* Company Deepak Fertilizers & Petrochemicals Corporation Ltd -DFPCL
* Preferred Location Dubai, Middle East, Asia Pacific & Europe
* Salary Expectation Not specified & Negotiable

Work Experience

**August 17th – Till Date Deepak Fertilizers & Petrochemicals Corporation Ltd.**

 **Designation: Sr.Manager – Sales**

 **Region – South India**

 **One of India’s leading manufacturers of IndustrialChemicals                                                                   with products conforming to world-class quality standards                                                                   and Major Importers of Toluene, Acetone, MDC & Phenol**

 **Job Profile**:

 Responsible for Generating Enquiries, Submission of offers and followed by continuous follow-ups, negotiations and finalizations of orders and also collection of payments.

              Annually /Monthly submission of detailed sales plan identifyof

 Objectives.

Monitoring of competitor’s activities and collecting information and reporting to the management.

 Identification of new products and its market demand and

 Supply gap and also sourcing the products etc.,

**September 2012 –01.08.2015** **Aqua Chem Pvt Ltd**..,**Hyderabad**

 Manager- Marketing

This company into trading activity in distribution of       petrochemicals i.e, Methanol,IPA, Acetone, Toluene, MDC,       MIBK, DMS etc., reporting to the director.

 **Job Profile**:

 Responsible for Generating Enquiries, Submission of offers and followed by continuous follow-ups, negotiations and finalizations of orders and also collection of payments.

 Annually submission of detailed sales plan identify of

 objectives.

Monitoring of competitor’s activities and collecting information and reporting to the management.

 Identification of new products and its market demand and

 Supply gap and also sourcing the products etc.,

**December 2009 –2012** **KLJ Resources Ltd** **Hyderabad**

 Asst.Manager- Marketing

This company into trading activity in Importer &distribution of Bulk & Drum packing’s petrochemicals i.e., Methanol, IPA, Acetone, Toluene, MDC, MIBK, DMSO & DMF etc., reporting to the Vice President.

 **Job Profile**:

Marketing of basic solvents like Methanol,IPA, Toluene, Acetone, MDC, MIBK, IPE, MEK, Chloroform etc., Specialty Chemicals, Ethanol Amines, Base Oils, Polycarbonate, Paraffin Additives, Wax etc.,

**Key Responsibilities**:

The prime Responsibility to Introducing and establishing the market in South India

 Enhancement of increasing the market share of the company

Identification of new potential products in bulk and drum packing and also identifying the global source for these products and updating to the management for procuring these products.

Enhancing the existing Product line and existing customer base of the company time to time.

Generation of Enquiries, submitting the offers, Negotiations and Finalizing the orders for the company, and also responsible for collection of payments and statutory forms.

Updating the market information & competitor’s information and updating to the management time to time.

Increasing the market intelligence of the market through all available sources and  updating the management as Value-addition to the company.

Identification of new products and its market Demand and

 Supply gap and also sourcing the products etc.,

**April 2007 –2009** **Daga Global Chemicals**  **Hyderabad**

 Asst.Manager- Marketing

 The company is largest importer of all petrochemicals and also                                                                  distributor for SRF Ltd for MDC & Chloroform for south.

**Job Profile**:

Handled bulk solvents and chemicals for all bulk drug units, Pharma industries, Fertilizer units, Pesticides and Packaging industry in A.P.

Established the Retail market for drum packing

Also handled Indenting business-sourcing specialty chemicals from china to cater Hyderabad market and also sourcing the API and exporting to Middle East.

Familiar with all formalities of High Sea Sales and Bond              Transfer Sales

**October 2004 –2007** **Sri Balaha Chemicals Pvt Ltd** **Hyderabad**

 Sr.Executive- Marketing

 **Job Profile:**

Generating Enquiries, submission of offers and followed by continuous follow-ups, negotiations and finalizations of orders and also collection of payments.

Annually submission of detailed sales plan identifying sales objectives.

Monitoring of competitor’s activities and collecting information and reporting to the management.

Identification of new products and its market demand and supply gap and also sourcing the products etc.,

**June 1997 –2004** **Merlinhawk Associates Pvt Ltd** **Hyderabad**

Job Profile:

Contacting all security heads of all defense organizations and sensitive areas and locations in Hyderabad and Visakhapatnam and other districts of Andhra Pradesh for promoting the company’s products

Assessing and designing the product as per the customer’s Requirements and submission of budgetary offers, demonstrating the product performance, negotiating orders, closing the orders and finally collecting bills receivables etc.,

It also includes Preparation and Participating of government tenders, Negotiating the order and finalizing the orders

Job includes handling Sales and service team and also dealer’s network of entire Andhra Pradesh includes appointing the new dealers.

 Participating and conducting seminars, annually submission of detailed sales plan identifying sales objectives.

Monitoring of competitor’s activities collecting information and reporting to the management.

Job includes extensive traveling in Andhra Pradesh, covering major districts.

Major Achievements: I have clinched the major order from AP Trading Corporation,. Hyderabad for supplying the perimeter power fencing for ministerial residential complex at Banjara hills.

Received Orders from Navy Shipbuilding Centre Visakhapatnam and also negotiated orders for security systems for all Singareni collieries units in Andhra Pradesh, Shar center at Srihari kota and Hindustan Aeronautical Ltd in Hyderabad.

**September 1990 –1997** **Environmental Products India Pvt Ltd** **Hyderabad**

 Job Profile:

Enquiry generations, designing the product and Preparation and submission of techno-commercial offers and selling and finally collecting Bills Receivables and depositing the payments.

Job Includes complete branch operations as I was handling the entire branch operations including Sales – Service – Accounts and Administration- and also appointing Dealers and maintaining the existing dealer’s network of entire Andhra Pradesh.

Monitoring of competitor’s activities collects and reporting to the management, it also includes participating in government tenders and it also includes extensive traveling.

Major Achievements: I have clinched the major order from Singareni collieries for supplying complete filtration system for swimming pool project at Singareni Employees Club at Manu guru, Khammam district. and also commissioned the major and minor mineral water plants on turnkey basis in around A.P.

Computer Skills

Proficiency of working in MS Excel, MS Word, and Power Point.

 Knowledge of Internet and Email management.

Languages Known

English Can Speak, Write & Read

Hindi Can Speak, Write & Read

Telugu Can Speak, Write & Read